

A modern kitchen with light-colored cabinetry, a black oven, and a glass display cabinet. The kitchen features a central island with a sink and a faucet. On the left, there is a built-in oven and a shelf with a white pitcher and cup. On the right, there is a glass display cabinet with various items inside. The overall aesthetic is clean and minimalist.

Q3 2020 Results Presentation

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Highlights Q3

- Overall stabilization and recovery
- Segments and geographies impacted by different phases of the pandemic
- Strong stay-at-home trend supporting consumer sales in all markets
- Project sales (B2B) UK lagging
- Continued solid cash flow
- New organizational structure in place



Nobia Group, Q3

- Organic net sales declined by 2%
 - 3% increase in the Nordics and 10% increase in Central Europe
 - 9% decline in the UK region as segments of the market are still in post lockdown recovery
- Lower EBIT driven by the UK sales decline
- Continued solid cash flow
- Strengthened financial position; net cash position excl. IFRS 16 leasing and pension provisions

	2019 Q3	2020 Q3
Net sales (SEKm)	3,265	3,105
Organic growth	3%	-2%
Gross margin	37.6%	35.7%
EBIT (SEKm)	267	195
EBIT margin	8.2%	6.3%

Kitchen market trend, Q3



The **Nordic market** is deemed to be inline with previous year. Market growth in Denmark. Consumer demand benefitting from stay-at-home trend.



Governmental lockdown measures in the **UK** from end March to June prevented markets from functioning normally. Consumer demand benefitting from stay-at-home trend.

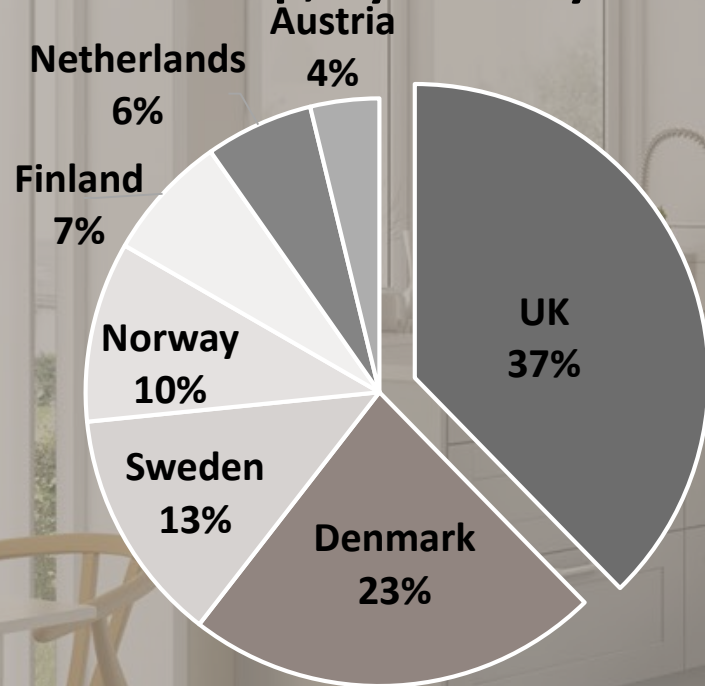


Demand in **Central Europe** increased due to pent-up demand following the restrictions and lockdown measures.

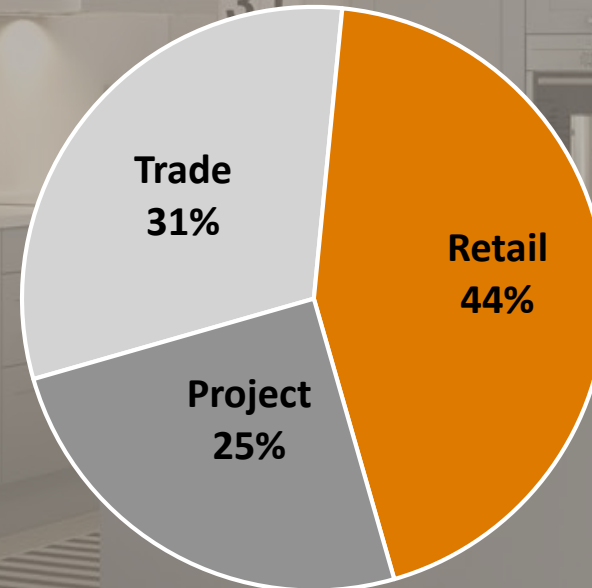


Net sales, rolling 12 months

Group, by country



Region UK, by segment



Nordic region, Q3

- Organic growth 3%
 - Organic growth was 6% excluding the impact from conversion of own stores to franchise
 - Market share gains in Denmark
 - Stay-at-home trend supporting consumer demand
- Impact from organic growth and higher average sales values offset by lower productivity and currency
- Currency impacted EBIT by SEK -15m

48% of Group sales

	2019 Q3	2020 Q3
Net sales (SEKm)	1,501	1,491
Organic growth	1%	3%
Gross margin	37.4%	36.1%
EBIT (SEKm)	193	183
EBIT margin	12.9%	12.3%



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UK region, Q3

- Organic growth was -9% (5)
 - Some market segments remain in post lockdown recovery mode
 - Stay-at-home trend supporting consumer demand
 - Double digit growth in trade segment
- EBIT declined to SEK 13m (88)
 - EBIT declined on the back of the volume decline
 - Continued price competition
- Measures to safeguard Brexit transition

42% of Group sales

	2019 Q3	2020 Q3
Net sales (SEKm)	1,464	1,295
Organic growth	5%	-9%
Gross margin	37.4%	34.1%
EBIT (SEKm)	88	13
EBIT margin	6.0%	1.0%

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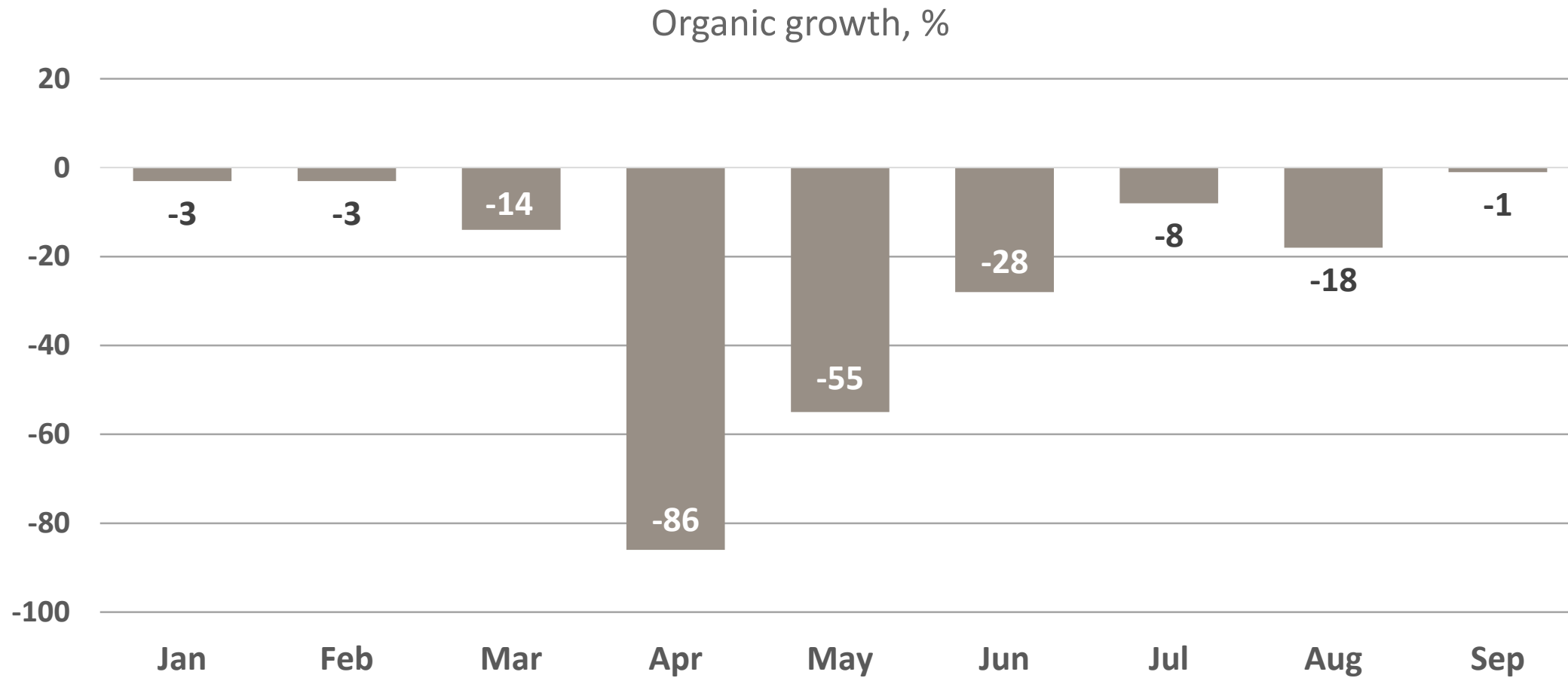
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Region UK, organic growth development



Central Europe region, Q3

- Organic growth 10%
 - Pent-up consumer demand following corona lockdown in Austria
 - Strong sales to social housing segment in September in Netherlands
- EBIT increase due to operational leverage

10% of Group sales

	2019 Q3	2020 Q3
Net sales (SEKm)	300	319
Organic growth	0%	10%
Gross margin	34.3%	33.9%
EBIT (SEKm)	28	38
EBIT margin	9.3%	11.9%

Financial position

Operating cash flow improved

- Operating cash flow improved to SEK 484m (346)
 - Favourable change in working capital (partly due to timing of tax and VAT payments etc), lower investments

Strong balance sheet

- Net debt excl. leasing liabilities and pensions was SEK -97m (1,030)
- Net debt/equity excl. leasing liabilities was 12% (38)

Cash flow	2019 Q3	2020 Q3
Operating cash flow	346	484
<i>Of w. operating profit</i>	267	195
<i>Of w. change in working capital</i>	20	99
<i>Of w. investments in fixed assets</i>	-103	-50
Net debt	2019 30 Sept	2020 30 Sept
IFRS 16 leasing liabilities	2,644	2,360
Net pension debt	532	580
Borrowings	1,254	796
Interest bearing assets	224	893
Net debt	4,206	2,843
Net debt/Equity, %	102	68
Net debt/Equity excl IFRS16 leasing, %	38	12

Summary

- Market stabilization compared to first half year, underlaying demand ok
- Recent events adds uncertainty, additional cost for managing the situation
- Limited risk for temporary factory closures
- Solid balance sheet to support exciting strategic agenda





Q & A